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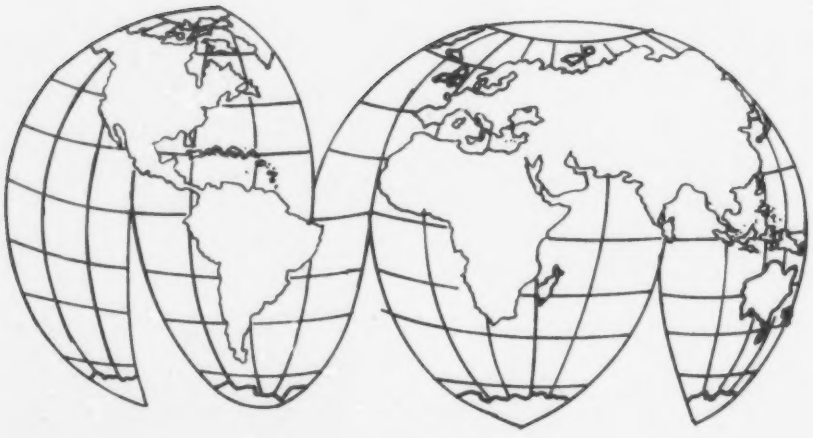
INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

Kentucky



U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA 1.13/4:

INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

Kentucky

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Kentucky. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau of the Office of International Trade. Major contributions were made by Forrest Haynes of the Louisville District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

TABLE OF CONTENTS

	Page
U.S. SBA and U.S. Department of Commerce Local Offices	4
State Agencies	5
Port Authorities	6
Small Business Development Centers and Other University/ College Programs	8
Chambers of Commerce	9
Private/Other Organizations	10
Foreign Embassies	12
Banks With International Departments	19
Export Management Companies/Export Trading Companies	20
International Trade Consultants	23
Legal Consultants -- Law Firms With International Departments	25
Custom House Brokers/International Freight Forwarders	26
Export Packing and Crating	29
Export-Related Insurance	30
Translation Services	31

U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
Federal Office Bldg., Room 118
600 Federal Place
Louisville, KY 40202
(502) 582-5971

U.S. Department of Commerce
International Trade Administration
U.S. Post Office and Courthouse Bldg., Room 636B
Louisville, KY 40202
(502) 582-5066

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

Kentucky Commerce Cabinet
Office of International Marketing
Capital Plaza Tower, 24th Floor
Frankfort, KY 40601
(502) 564-2170

The Office of International Marketing promotes the export of manufactured and processed products from Kentucky. It provides a trade lead service and performs market research. It coordinates the participation of Kentucky firms in trade missions and trade shows. The Office also conducts seminars on exporting, provides export counseling, and publishes a quarterly newsletter. Its activities are coordinated with those of the U.S. Department of Commerce's district office. The State maintains a trade office in Tokyo.

Kentucky Department of Agriculture
Office of Marketing Services
Capital Plaza Tower, 7th Floor
Frankfort, KY 40601
(502) 564-4896

The Department of Agriculture participates in trade shows, displaying Kentucky products and seeking foreign sales contacts. It provides contacts and trade leads to Kentucky agricultural producers. It also assists foreign visitors interested in Kentucky agriculture and on buying missions.

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

Eastern Kentucky Port Authority
c/o FIVCO Area Development District
P.O. Box 636
Catlettsburg, KY 41129
(606) 739-5191

Henderson County Riverport Authority
Route 2, Box 16
Henderson, KY 42420
(502) 826-1636

Hickman-Fulton County Riverport Authority
P.O. Box 6
Hickman, KY 42050
(502) 236-2222

Louisville-Jefferson County Riverport Authority
6310 Cane Run Road
P.O. Box 58010
Louisville, KY 40258
(502) 935-6024

Lyon County Riverport Authority
P.O. Box 621
Eddyville, KY 42038
(502) 388-9671

Maysville-Mason County Riverport Authority
327 W. Second Street
Maysville, KY 41056
(606) 564-6894

Northern Kentucky Port Authority
400 Licking Pike
Wilder, KY 41071
(606) 581-1444

Owensboro Riverport Authority
P.O. Box 657
Owensboro, KY 42301
(502) 926-4238

Paducah-McCracken County Riverport Authority
P.O. Box 2302
Paducah, KY 42001
(502) 442-9326

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

University of Kentucky
Center for Business Development
23 Porter Building
Lexington, KY 40506-0205
(606) 257-7663

The Center for Business Development coordinates the **Technical Assistance to Stimulate Kentucky's International Trade** (TASKIT) Program. The Program is designed to provide assistance to small and medium-sized Kentucky firms looking to enter the export market or to expand export operations. Counseling is provided in international marketing, management, economics, law, finance, accounting and market analysis. The Center also provides information on overseas market opportunities, as well as trade missions and trade shows.

University of Louisville
Center for Continuing Studies
Louisville, KY 40292
(502) 588-6061

The Center provides foreign language and cultural information programs.

Western Kentucky University
Bowling Green, KY 42101
(502) 745-5333

CHAMBERS OF COMMERCE

The following chambers of commerce can provide referral services for inquiries on exporting.

Bowling Green-Warren County Chamber of Commerce
P.O. Box 51
Bowling Green, KY 42101
(502) 781-3200

Glasgow-Barren County Chamber of Commerce
301 W. Main Street
Glasgow, KY 42141
(502) 651-3161

Kentucky Chamber of Commerce
Frankfort, KY 40602
(502) 456-5673

Greater Lexington Chamber of Commerce
421 N. Broadway
Lexington, KY 40508
(606) 254-4447

Louisville Area Chamber of Commerce
One Riverfront Plaza
Louisville, KY 40202
(502) 566-5000

Marshall County Chamber of Commerce
Route 7, Box 145
Benton, KY 42025
(502) 527-7665

Northern Kentucky Chamber of Commerce
1717 Dixie Highway
Covington, KY 41011
(606) 341-9500

Somerset-Pulasky County Chamber of Commerce
P.O. Box 126
Somerset, KY 42501
(606) 679-7323

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included where available.

Covington/Cincinnati Area

Northern Kentucky International Trade Association
c/o Northern Kentucky Area Development District
7505 Sussex Drive
Florence, KY 41042
(606) 283-1885

Lexington

Bluegrass International Trade Association
c/o Bluegrass Area Development District
3220 Nicholasville Rd. South Park Center
Lexington, KY 40503
(606) 272-6656

Kentucky World Trade Center
175 E. Main Street, Suite 640
Lexington, KY 40507
(606) 258-3136

Louisville

Kentuckiana World Commerce Council
P.O. Box 58456
Louisville, KY 40258
(502) 937-7415

Kentucky District Export Council
c/o U.S. Department of Commerce
601 W. Broadway
Louisville, KY 40202
(502) 582-5066

The Kentucky District Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

FOREIGN EMBASSIES

Generally, the embassies that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country. A country's embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Kentucky.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Ashland

First American Bank
1544 Winchester Avenue
Ashland, KY 41101
(606) 329-2222

Lexington

First American Bank
Merrill Lynch Plaza, Suite 503
100 E. Vine Street
Lexington, KY 40507
(606) 254-7364

Louisville

Citizens Fidelity Bank & Trust Co.
Citizens Plaza
Louisville, KY 40296
(502) 581-3242
Telex: 20-4136

First National Bank of Louisville
101 S. 5th Street
P.O. Box 3600
Louisville, KY 40233
(502) 581-4228
Telex: WUI 68-42090

Liberty National Bank and Trust Co.
416 W. Jefferson Street
Louisville, KY 40202
(502) 566-2297
Telex: 20-4359 LIBERTYNAT LVL

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

Bowling Green

DESA International
2701 Industrial Drive
Bowling Green, KY 42101
(502) 781-9600
Telex: 55-5186

Heating products, chainsaws.
Areas: Europe, Pacific Basin.

London

Pen-Mar Import Export
P.O. Box 267
London, KY 40741
(606) 878-9240
Cable: PENNMAR

Laboratory equipment, food products.
Area: Worldwide

Louisville

John B. Baugh, Inc.
P.O. Box 32126
Louisville, KY 40232
(502) 635-5107

Chambers Trading Co., Inc.
2313 Taylorsville Road
Louisville, KY 40205
(502) 458-3488
Telex: 85-2300
Cable: CHAMBTRADE

Agricultural products, electronic equipment, pharmaceuticals.
Areas: Latin America, Far East

E.S. Management Co.
One Hurstbourne Park, Suite 626
Louisville, KY 40222
(502) 426-6039

Global Engineering, Inc.
4515 Bishop Lane
P.O. Box 34035
Louisville, KY 40232
(502) 451-2691
TWX: 810-535-3008

Raw materials, commodities, oil machinery.
Area: Worldwide

Globex International Trading Co.
5000 Crittenden Drive
Louisville, KY 40213
(502) 363-0411

E.N. Jacobs Co.
2400 Medbury Court
Louisville, KY 40222
(502) 423-1117

Mercury International, Ltd.
1303 Clear Springs Trace, Suite 207
Louisville, KY 40223
(502) 429-5207
Telex: 98-8327

Area: Worldwide

Ohio Valley Exports, Ltd.
812 Marion E. Taylor Bldg.
312 S. 4th Avenue
Louisville, KY 40202
(502) 589-5767
Telex: 21-3033 OVEX LVL

Foodstuffs.
Area: Worldwide

Omnitrade
2101 Bass Creek Court, #6
Louisville, KY 40218
(502) 456-1645
Telex: 49-31629 OMNITRADE

Engineering equipment, miscellaneous products.
Areas: India, Bangladesh, Nepal

Phoenix Management & Systems Engineering
225 LaNormandy Drive
Louisville, KY 40223
(502) 245-2656
Telex: 21-3020

Industrial equipment.
Area: Middle East

Reliance International Sales Corp.
1951 Bishop Lane, Suite 623
Louisville, KY 40218
(502) 459-1996
Telex: 46-61014 RISCO UI

Roofing materials, paints & coatings, asphalt.
Area: Worldwide

The Summit Co.
12700 Shelbyville Road
P.O. Box 23337
Louisville, KY 40223
(502) 245-9764
Telex: 20-4273 SUMMIT LVL

Air filters, architectural metalwork.
Area: Worldwide

Universal Management Consultants, Inc.
2017 Bainbridge Row Drive
Louisville, KY 40207
(502) 895-9903

Areas: Far East, South America, Canada

World Buying Service, Inc.
12700 Shelbyville Road, Suite 302
P.O. Box 43369
Louisville, KY 40243
(502) 245-1166
TWX: 510-100-9153 WORLD BUYING SVC

Foodstuffs, wire harness, component parts for original equipment manufacturers.
Area: Far East

<u>Owensboro</u>

Infinity, Inc.
419 Leitchfield Road
P.O. Box 783
Owensboro, KY 42302
(502) 684-9852
TWX: 510-601-4483

Liquor, coal, apparel.
Areas: South America, Far East

Jabota Corp.
1515 Dean Avenue
P.O. Box 2024
Owensboro, KY 42302-2024
(502) 683-0175

Areas: Netherlands, Mexico

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Bowling Green

James R. Meany & Associates, PSC — International accounting & taxation.
911 College Street
Bowling Green, KY 42102
(502) 781-0111

Lexington

Coopers & Lybrand — International accounting & taxation.
1400 First National Plaza
Lexington, KY 40507
(606) 255-3366

DeLoitte, Haskins & Sells — International accounting & taxation.
1200 Vine Center
Lexington, KY 40507
(606) 233-4035
Telex: 49-95645
Cable: DEHANDS

Ernst & Whinney — International accounting & taxation.
Bank One Plaza, Suite 8A
Vine & Upper Streets
Lexington, KY 40507
(606) 233-3200

Grant Thornton — International accounting & taxation.
750 Second National Plaza
Lexington, KY 40507
(606) 255-3605

Louisville

Arthur Andersen & Co.
2300 Meidinger Tower
Louisville, KY 40202
(502) 589-4160
International accounting & taxation.

Coopers & Lybrand
First National Tower, Suite 3500
Louisville, KY 40202
(502) 589-6100
International accounting & taxation.

Dun & Bradstreet
1951 Bishop Lane
Louisville, KY 40218
(502) 459-1000
International credit reporting.

Ernst & Whinney
1900 Meidinger Tower
Louisville, KY 40202
(502) 583-0251
Telex: 21-3005
International accounting & taxation.

Grant Thornton
1409 Citizens Plaza
Louisville, KY 40202
(502) 589-4020
International accounting & taxation.

Peat, Marwick, Mitchell & Co.
444 S. 5th Street
Louisville, KY 40202
(502) 587-0535
International accounting & taxation.

Touche Ross & Co.
510 W. Broadway, 7th Floor
Louisville, KY 40202
(502) 562-2000
Telex: 21-3662
International accounting & taxation.

WTDI International credit reporting.
Post Office Bldg., #636-B
Louisville, KY 40202
(502) 582-5066

Arthur Young & Co.
1000 Brown & Williamson Tower
Louisville, KY 40202
(502) 585-1400
International accounting & taxation.

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

Lexington

Bach & Savage
129 W. Short Street
Lexington, KY 40507
(606) 233-0977
Telex: 21-3450 SAVAGE LAW LEXINGTON

Greenbaum, Doll & McDonald
1400 Vine Center Tower
Lexington, KY 40507
(606) 231-8500
Telex: 21-8353

Louisville

Barnett & Alagia
44 S. 5th Street
Louisville, KY 40202
(502) 585-4131

James H. Barr, Esq.
218 Choctaw Road
Louisville, KY 40207
(502) 896-1524

Heideman & Kettrie
Legal Arts Bldg., Suite 600
200 S. 7th Street
Louisville, KY 40202-2721
(502) 585-1155

Hummel, Coan & Owens
717 W. Main Street, 4th Floor
Louisville, KY 40202
(502) 585-3084

Nicholas, Welsh & Vandeventer
Starks Bldg., Suite 475
Louisville, KY 40202
(502) 584-8583

Nold, Miller, Mosley, Clare, Hubbard & Townes
Hart Block Bldg., 5th Floor
730 W. Main Street
Louisville, KY 40202
(502) 582-3891
Telex: 20-4059
Cable: NMCHT

Wyatt, Tarrant & Combs
Citizens Plaza, 28th Floor
500 W. Jefferson Street
Louisville, KY 40202
(502) 589-5235

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

<u>Covington/Cincinnati Area</u>

Air Express International
1507 Cox Avenue
Erlanger, KY 41018
(606) 283-2717

Airborne Express
2770 Circle Port Drive
Erlanger, KY 41018
(606) 371-1832
Mailing Address:
P.O. Box 75030
Cincinnati, OH 45275

Burlington Northern Air Freight
3625 O'Hara Road
Erlanger, KY 41018
(606) 525-8578

CF Air Freight
3619 O'Hara Road
Erlanger, KY 41018
(606) 525-6622

CF Export-Import (*)
211 Grandview, Suite 108
Fort Mitchell, KY 41017
(606) 341-7337
Telex: 43-33039

Circle Air Freight Corp.
9 Beacon Drive
Wilder, KY 41076
(606) 283-3666

F.X. Coughlin Co. (*)
1420 Jamike Road
Erlanger, KY 41018
(606) 525-6701
Telex: 49-70429
Mailing Address:
P.O. Box 75149
Cincinnati, OH 45275

A.W. Fenton Co., Inc. (*)
1452 Donaldson Road
Erlanger, KY 41018
(606) 525-8440
Telex: 43-33071 FENTERL
Mailing Address:
P.O. Box 75029
Cincinnati, OH 45275

Harper Robinson & Co. (*)
9 Deacon Drive
Wilder, KY 41076
(606) 572-2100
Telex: 67-12554
Mailing Address:
P.O. Box 870
Newport, KY 41072

H.J. Hosea & Sons
Brighton & C&O Railroad
Wilder, KY 41071
(606) 781-3082

Imperial Air Freight Services. Inc.
West Service Road, Bay Doors 15 & 17
Erlanger, KY 41018
(606) 371-6212
Mailing Address:
P.O. Box 75025
Cincinnati, OH 45275

Nippon Express U.S.A., Inc.
1459 Jamike Drive
Erlanger, KY 41018
(606) 525-0002

Preferred Air Freight, Inc.
1467 Jamike Road
Erlanger, KY 41018
(606) 371-3940

Schenkers International Forwarders, Inc. (*)
3498 Air Park Drive, Suite 221
Hebron, KY 41048
(606) 525-8432

WTC Air Freight
3655 O'Hara Road
Erlanger, KY 41018
(606) 371-4800

Lexington

Airborne Express
832-A & B Nandino Blvd.
Lexington, KY 40511
(606) 252-3432

A. Arnold & Son Transfer & Storage
1026 S. Broadway
Lexington, KY 40504
(606) 255-7991

Burlington Northern Air Freight
601 Bizzelle Drive
Lexington, KY 40501
(606) 254-8066

CF Air Freight
432 Nandino Blvd.
Lexington, KY 40511
(606) 254-7773

Murphy Surf-Air Trucking Co., Inc.
Bluegrass Airport
Lexington, KY 40511
(606) 233-0556

Louisville

Airborne Express
Cargo Bay 23
Old Cargo Bldg.
Standiford Field, #27
Louisville, KY 40209
(502) 361-1234

Burlington Northern Air Freight
6704 Grade Lane, Suite 702
Louisville, KY 40213
(502) 367-0151

CF Air Freight
4950 Crittenden Drive
P.O. Box 36334
Louisville, KY 40236
(502) 361-2393

Central Air Freight, Inc.
4500 Mason-Dixon Lane
Louisville, KY 40213
(502) 969-9977

Circle Air Freight Corp.
4715 Pinewood Drive
P.O. Box 36278
Louisville, KY 40233
(502) 966-2143

Cross International
233 W. Broadway, Suite 423
Louisville, KY 40202
(502) 589-1788

Custom House Brokers Exchange
1203 S. 6th Street
Louisville, KY 40203
(502) 583-0472

Dickinson, Mikell and Comar, Inc. (*)
2100 Gardiner Lane, Suite 220
Louisville, KY 40205
(502) 454-4888

Emery Worldwide
Standiford Field
Louisville, KY 40209
(502) 361-4484

Guaranteed Air Freight
3103 Fern Valley Road
Louisville, KY 40213
(502) 968-2442

Harper Robinson & Co. (*)
4715 Pinewood Drive
P.O. Box 36278
Louisville, KY 40223
(502) 966-2143
Telex: 67-12553

KYFI, Inc. (*)
1101 Rowan Street
P.O. Box 4097
Louisville, KY 40204
(502) 589-6210
Telex: 20-4188

Walter F. Meuter, CHB
1203 1/2 S. 6th Street
Louisville, KY 40203
(502) 636-0381

Neon Look International
2400 Medbury Court
Louisville, KY 40222
(502) 423-1117

Profit Freight Systems
Cargo Bldg., Bay 1
Standiford Airport
P.O. Box 23200
Louisville, KY 40223
(502) 361-7123

Schenkers International Forwarders, Inc. (*)
646 Phillips Lane
Louisville, KY 40209
(502) 367-4125
Telex: 21-3135

UPS Customhouse Brokerage, Inc.
3901 Atkinson Drive
Louisville, KY 40218
(502) 454-1201
Fax: 502-454-1206

WFE Inc.
Standiford Field
Louisville, KY 40209
(502) 361-8933

Williams International Forwarders, Inc.
510 W. Broadway
P.O. Box 832
Louisville, KY 40201
(502) 587-9671

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Covington/Cincinnati Area

F.X. Coughlin Co.
1420 Jamike Road
Erlanger, KY 41018
(606) 525-6701
Telex: 49-70429
Mailing Address:
P.O. Box 75149
Cincinnati, OH 45275

Harper Robinson & Co.
9 Deacon Drive
Wilder, KY 41076
(606) 572-2100
Telex: 67-12554
Mailing Address:
P.O. Box 870
Newport, KY 41072

H.J. Hosea & Sons
Brighton and C&O Railroad
Wilder, KY 41071
(606) 781-3082

Worldwide Sales and Distribution
7575 Empire Drive
Florence, KY 41042
(606) 525-4852

Lexington

Vincent Fister, Inc.
2305 Palumba Drive
P.O. Box 5063
Lexington, KY 40555
(606) 266-2153

Louisville

Adkins Export Packing
1301 Portland Avenue
Louisville, KY 40203
(502) 583-5551

Harper Robinson & Co.
4715 Pinewood Road
P.O. Box 36278
Louisville, KY 40233
(502) 966-2143
Telex: 67-12553

KYFI, Inc.
1101 Rowan Street
P.O. Box 4097
Louisville, KY 40204
(502) 589-6210
Telex: 20-4188

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

Louisville

Harrison-Keily Insurance
Hurstbourne Park Bldg.
Louisville, KY 40222
(502) 423-0600

NIVL Inc.
First National Towers
Louisville, KY 40202
(502) 561-1500

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Lexington

EXPO of Kentucky, Inc.
1645 Berea Road
P.O. Box 11485
Lexington, KY 40576
(606) 255-2221

Language Translation Services, Inc.
319 S. Limestone Street
Lexington, KY 40508
(606) 233-4154

Louisville

International Consultants (ICON)
of Kentucky
8102 Devonshire Drive
P.O. Box 58275
Louisville, KY 40258
(502) 937-7017

International Language Institute
100 E. Liberty Street
P.O. Box 4837
Louisville, KY 40204
(502) 893-6040

National Transcription Service, Inc.
444 S. 5th Street
Louisville, KY 40202
(502) 589-5454

Piedmont Temporaries, Inc.
Executive Park, Suite 105
Sherburn Lane
Louisville, KY 40207
(502) 897-5158

World Buying Service
12700 Shelbyville Road, Suite 302
P.O. Box 43369
Louisville, KY 40243
(502) 245-1166
TWX: 510-100-9153 WORLD BUYING
SVC

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

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ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____